

# WEST VIRGINIA PARKWAYS ECONOMIC DEVELOPMENT AND TOURISM AUTHORITY

## TOLL SYSTEM UPGRADE RFP TE-1-10

Vendor Conference



## Meeting Agenda



Presentation and Customer Service/Back Office Tour	8:00 AM – 9:30 AM
Barrier B Plaza Tour	9:30 AM – 12:00 PM
Lunch at Tamarack	12:00 PM – 1:30 PM
North Beckley Plaza Tour	1:30 PM – 4:00 PM

# Housekeeping



- Sign-in sheet
- Information Precedence
  - RFP precedence over meeting information
- Presentation handouts
- Questions - information only
- Restrooms
- Transportation

# Presentation Outline



- Introductions
- Overview of Facilities
- Project Need & Scope
- Toll System RFP
  - Procurement
  - Scope
  - Technical Requirements

# Introductions



## West Virginia Parkways

- Greg Barr, General Manager
- Parrish French, Director of Finance
- Steve Maynard, Director of Toll
- Ken Wells, Toll Equipment Specialists Supervisor
- Shelley Clay, Director of Purchasing

# Introductions



- Consultant to WVPEDA - HNTB Corporation
  - Walter Fagerlund –Toll System Oversight Project Manager
  - John Gancar – Deputy Project Manager
  - Brandon Stewart – Local office representative
- Vendors (Based on responses)
  - ACS Transportation Solutions
  - ETC Corporation
  - IBI Group
  - InTranS Group
  - JAFA Technologies
  - Samsung SDS
  - Telvent Caseta
  - TransCore
  - TRMI
  - V.E. Systems

## Project Need



- Current System
  - Installed in 1999 by TransCore
  - Replacement parts, aging system
- Primarily in-kind replacement
- Enhancements
  - Customer service and violation functions
  - Reporting and Maintenance functions
- Future enhancements potential

## Background

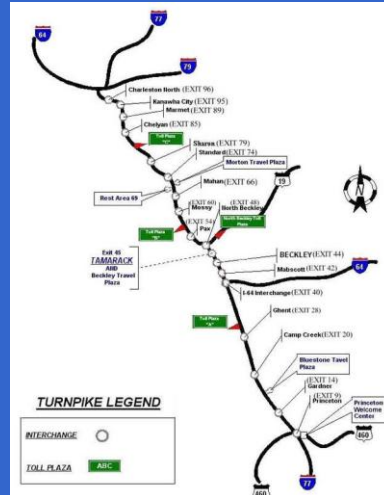


- HNTB Assessment in late 2008/early 2009
- Funding secured
- RFP TE-1-10 Advertised in December 2009
- Addendum #1 and Response to Initial Questions
- Parallel activities in West Virginia

# Overview of Facilities



- Barrier toll collection system (cash and slow speed ETC)
- Three Mainline Plazas
  - Plazas A, B and C
  - Similar configuration
- Ramp Interchange Plaza
  - North Beckley
- Associate Member of IAG



## Mainline Plaza



- Typical Layout (A, B, C)
- Cash (manual) lanes
- Cash/Dedicated lanes



# Ramp Plaza



- North Beckley (split plaza)
- Cash (Manual)
- Automatic (Coin Machine)



## Proposal Schedule (2010)



Inquiries Due	Friday, January 15 <sup>th</sup>
Final Responses to Inquiries	Friday, January 29 <sup>th</sup>
Proposals Due	Friday, February 12 <sup>th</sup> ,1 PM
Interviews	Week of March 15 <sup>th</sup>
Public Price Opening	Monday, March 22 <sup>nd</sup>
Selection Notification	Friday, April 2 <sup>nd</sup>
Est. Notice to Proceed*	Monday, May 3 <sup>rd</sup>

\* Pending successful contract negotiation

## Preliminary Project Schedule

*(Pending contract terms)*



Notice to Proceed (Estimated)	May 3, 2010
Factory Acceptance Test Approval	March 31, 2011
Host, CSC, VPC and MOMS Installed	April 30, 2011
On-site First Installation Test Approved	May 31, 2011
All systems Installed and Commissioning Approved	July 31, 2011
Project Acceptance	October 31, 2011

## Project Scope



- Lane and Plaza Equipment
  - Replace: Lane controllers, ACMs, MLTs, feedback, VES
  - Optional reuse: AVI, AVC, canopy lights, UPS
- Replace Back Office
  - Host, MOMS
  - Customer Service and Violations Processing System
- Maintenance of the Toll System
  - Shared work at lane level

## Civil Work



- All civil work is responsibility of Contractor
- Contractor determines what needs to be done based on solution proposed
- Asbuilt documentation
- Site visit (this conference)

## Testing



- Factory Acceptance Test
- Onsite First Installation Test
- Commissioning
- Operational Test
- Acceptance Test
  - Provisional Project Acceptance
  - Project Acceptance



# Accuracy



(partial list)

Transponder Reads	99.95%
Vehicle Detection	99.99%
Vehicle Classification	99.8%
ACM Accuracy	99.9%
Tag association	99.95%
Image association	99.9%

# Operations Considerations



- Cash Collection
  - Standard cash collection, no pay
  - Collector audit reporting
- ACMs
- Customer Service
- Violation Enforcement

# Maintenance Services



- Scope split with WV Parkways staff
- On-site requirement, 24/7 support
- One year warranty from Acceptance for supplied equipment
- Monthly fee based
- Performance based requirements
- Liquidated damages

# Pricing Sheets



- Excel format
- Pricing instructions
- Pricing Sections
  - System costs
  - In-lane costs
  - Maintenance Services
  - Backup sheets (system, in-lane, labor)
- Pricing “options”
  - OCR and Image Fingerprinting

## Proposal Evaluation Criteria



CATEGORIES	POINTS
TECHNICAL PROPOSAL *	70
Toll System Design and Technical Approach (50%)	35
Ability to Execute and Meet the Project Schedule (10%)	7
System Maintenance and Warranty Approach (20%)	14
Vendor's and Subcontractor's Qualifications (10%)	7
Project Organization and Key Staff Qualifications (10%)	7
PRICE PROPOSAL	30
TOTAL POTENTIAL MAXIMUM POINTS AWARDED	100

\* 49 Point Minimum Score Required on Technical Proposal  
Failing to meet this requirement removes vendor from bidding  
and the unopened cost proposal is returned to the vendor.

## Response to Inquiries



- All questions shall be emailed:  
TO: Shelley Clay, Director of Purchasing  
sclay@wvturnpike.com
- Inquiries must be received no later than  
the conclusion of the Vendor Inquiry  
Period (January 15, 2010)

## Key Points Summary

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- In-kind replacement with some enhancements
- Particular interest:
  - Creative solutions to back office replacement need
  - Attention to agency operations (CSC, VPC, Maintenance)
  - Reuse of facilities and speedy conversion of lanes
  - Future flexibility



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Thank You